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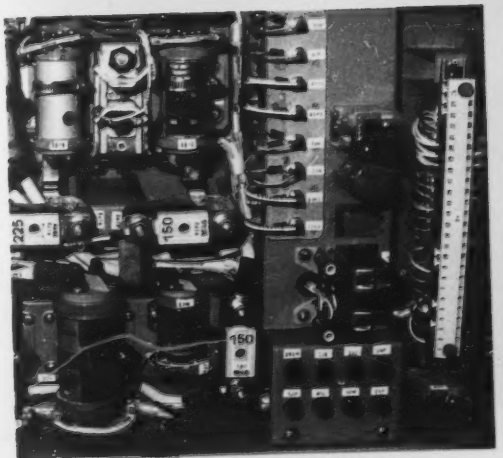
Business and commercial Aviation

Gates Learjet Gears for the Future



Simplifying Electrical Systems

King's KFC 400

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September 1986

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You and Recurrent Training: You may believe in recurrent training, but do you practice it regularly? Some soul-searching may be in order.

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This manufacturer's new leadership, plus several rational decisions, bode well for the company's comeback.

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Operators of heavy turboprops and light jets (and even the CEO) will appreciate the smooth performance of King's latest avionics offering.

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The NBAA annual convention is just one way that the association shows the strength of business aviation, the goals of which soon will be entrusted to a new president.

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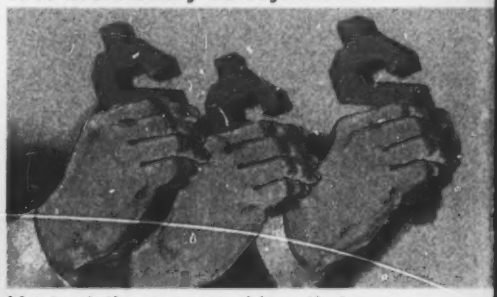

Most aviation personnel love their work; their complaints have mostly been about their salaries. According to our survey, their salaries are on the rise!

Scheduling Corporate Aircraft and Crews ____ 86
If it's essential for you to *have* a crew to schedule, then you might want to consider the positive effects of an advance schedule that includes "real" time off.

CLEARANCE DELIVERY

A managing editor must have many talents, the most obvious of which are organizational skills, a knowledge of writing and production, and a detailed understanding of the magazine's particular field. Today's managing editor, however, also must be quite knowledgeable with respect to computers and electronic processing of editorial material. B/CA is fortunate to have Jessica Salerno, who possesses all the attributes needed in a managing editor and then some.

Jessica has been with our magazine continuously since 1978 and previously held the position of production editor from 1969 to 1972, during a time when B/CA was located in New York City. She rejoined B/CA six years later as our research editor, and was responsible for data collection and analysis pertaining to B/CA's *Planning and Purchasing Handbook*, our annual salary survey and many other articles. She assumed her present position of managing editor with B/CA's February 1982 issue.

In addition to serving as an internal consultant to Murdoch Magazines regarding electronic typesetting, her activities include processing editorial material for B/CA's ancillary programs, such as the *FBO Information Pack* and

Mods in a Changing Market 100
In that sales of new aircraft are slow, one might reasonably expect that business would be booming for modification centers. But it's not exactly booming.

Bogus Aircraft Revisited 118
Most reputable aircraft repair facilities claim that the Federal regulations are followed precisely. They say that "bogus" only describes the accusations of others.

Human Factors Engineering 124
These specialists are discovering the particulars of the synergy that exists in every cockpit and upon which flight depends.

Mandatory Turboprop Type Ratings? 130
Time spent at the Beechcraft Training Center getting type rated in the Model 300 proved to be very informative.

Simplifying Electrical Systems 136
Having problems understanding the functions of amperage, voltage, electrical buses, wires, switches, circuits and circuit breakers? Well, you're not alone.

Sophisticated Training for Business Pilots 145
Business pilots and good training are *not* mutually exclusive facets of aviation; indeed, the search for good training is well worth any effort you might expend.

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B/CA's *Show Dailies*. And as busy as she is, Jessica still authors an occasional feature article, all of which makes this very capable woman a very valuable member of the B/CA team.

THE COVER
The photo of the Gates Learjet 55 and the picture for the electrical system feature were taken by Staff Editor Alan Staats. King/Bendix supplied the KFC 400 DFCS photo.

Business and commercial Aviation

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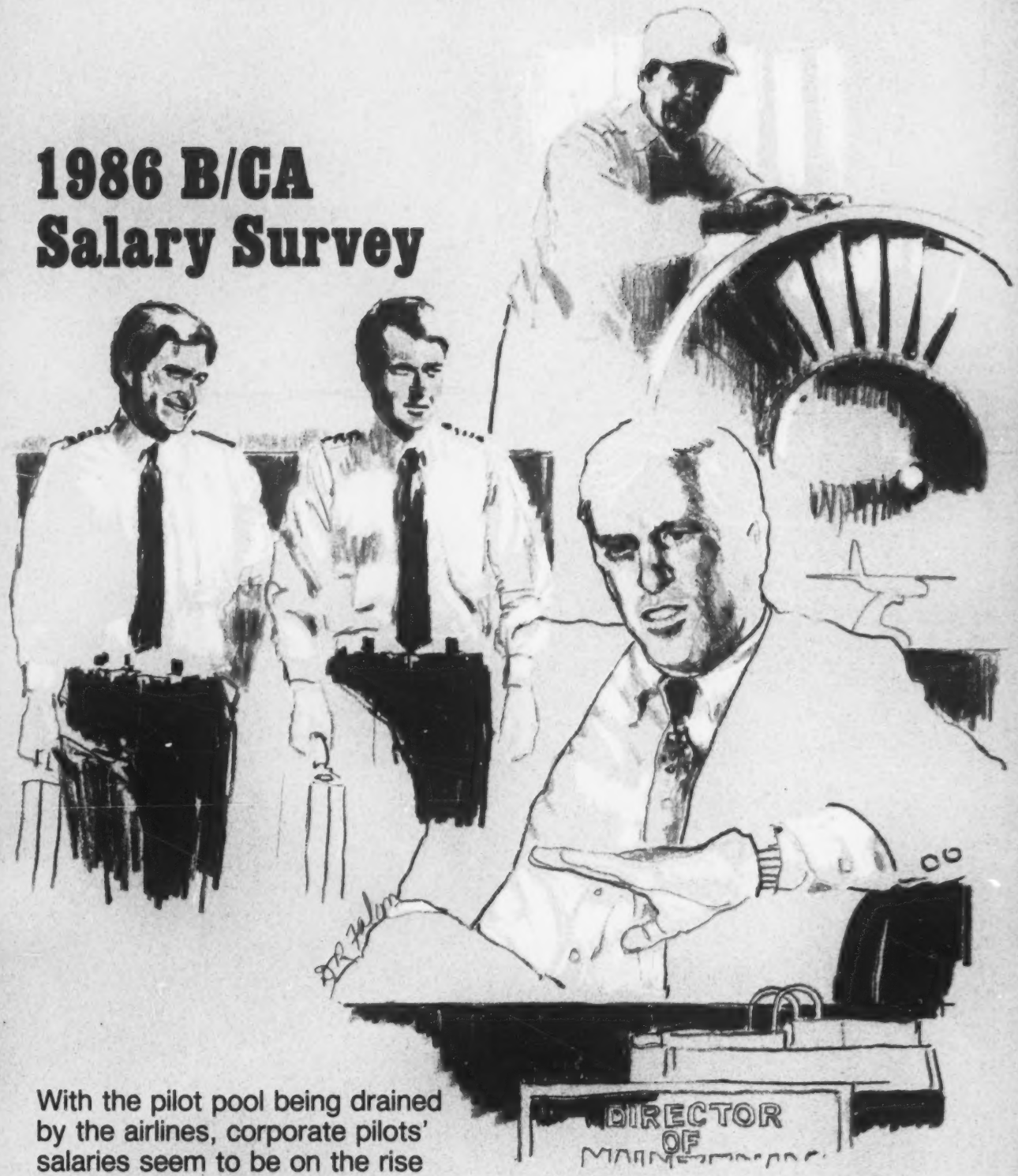
1986 B/CA Salary Survey



With the pilot pool being drained by the airlines, corporate pilots' salaries seem to be on the rise as good pilots become scarce.

B/CA Staff Report

According to B/CA's recent survey of U.S. flight departments, the salaries of aviation department managers, chief pilots, line pilots and maintenance personnel have increased substantially over 1985 figures.

In last year's survey (B/CA, August 1985, page 48), we reported average increases of 5.2 percent over 1984's reported median salaries. This year we have discovered that the average increase in median salaries for pilots and maintenance personnel in all classes is approximately 6.1 percent over 1985's reported median figures.

Inflation, or what there is of it, no longer seems to be a major factor when salary increases are considered. Based on the Consumer Price Index for 1985, the inflation rate was reported to be 3.5 percent. At press time, inflation was running at a 1.7-percent rate for the year to date. So, since our survey group's median salary increases were averaging 6.1 percent over 1985, pilots would seem to be ahead of the game.

In response to the many requests we have had over the past year, we have added a new category to this year's survey: flight department manager. Traditionally, we have included these salaries under the chief pilot category. However, as flight departments become more sophisticated, and add equipment and personnel, overall management responsibility falls to the flight department manager. Therefore, a separate category seemed appropriate. We have attempted to qualify this category as much as possible, listing the number of aircraft, the fleet mix and the number of pilots.

Benefits

B/CA's sample group has seen very little change in employe benefits over the past year. Major medical, long-term disability, life insurance and even dental insurance are offered by more than 95 percent of the flight departments surveyed. Company cars are few and far between; however, many of the larger corporate flight departments have "department" cars or vans that are used to pick up and deliver parts, people or whatever.

Loss - of - license insurance still remains the one employe benefit that very few flight departments offer. As we found last year and again this year, many companies are opting for a comprehensive long-term disability policy and/or an internal retraining program. In most cases where loss-of-license insurance existed, premiums were paid by the employe.

Flight- and duty-time averages were not requested for this year's survey. However, in order to help managers and chief pilots better understand what their requirements might be in the area of scheduling pilots, we are including a comprehensive feature on the subject on page 86 of this issue.

As always, the B/CA "Salary Survey" is meant to be a management tool. When budgeting flight department salaries, keep in mind that the figures reported in our charts are just that—"reported." B/CA's accuracy is considered to be plus or minus five background color percent of the median salaries that are listed in the charts. **B/CA**

Comparative Salaries 1985/1986

	1985	1986	% Increase (Decrease)
Heavy Jet (over 35,000 lb)			
Chief Pilot	$63,067	$66,000	4.65
Captain	49,943	51,395	2.90
Copilot	34,543	35,825	3.71
Maintenance Chief	43,536	47,000	7.95
Mechanic	30,847	33,319	8.01
Medium Jet (13,501 to 35,000 lb)			
Chief Pilot	$53,289	$57,000	6.96
Captain	41,330	43,000	4.04
Copilot	32,538	34,403	5.73
Maintenance Chief	35,955	37,000	2.90
Mechanic	28,821	31,229	8.35
Light Jet (up to 13,501 lb)			
Chief Pilot	$41,256	$45,000	9.07
Captain	36,786	37,516	1.98
Copilot	29,590	29,650	.20
Maintenance Chief	33,543	33,633	.26
Mechanic	27,374	29,630	8.24
Turboprop (all)			
Chief Pilot	$43,369	$47,900	10.40
Captain	34,773	36,680	4.62
Copilot	27,395	24,748	(9.66)
Mechanic	25,844	29,000	12.21
Piston Twin			
Captain	$28,415	$30,100	5.92
Turbine Helicopter			
Captain	$39,104	$40,658	3.97

Gulfstream G-II/III

	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Chief Pilot			
High	$84,797	$91,010	7.32
Median	72,663	75,500	3.90
Low	52,757	55,300	4.82
Captain			
High	$73,577	$74,000	0.52
Median	56,971	57,820	1.49
Low	43,469	39,300	(9.59)
Copilot			
High	$47,785	$47,750	(0.07)
Median	41,087	43,120	4.94
Low	28,520	30,000	5.18
Maintenance Chief			
High	$51,108	$56,000	9.57
Median	48,632	53,000	8.98
Low	35,550	39,000	9.70
Mechanic			
High	$44,004	$47,000	6.80
Median	33,080	35,100	6.10
Low	22,136	24,000	8.42

Canadair Challenger 600/601

	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Chief Pilot			
High	$71,862	$75,000	4.36
Median	62,437	60,000	(3.90)
Low	48,276	51,500	6.67
Captain			
High	$57,825	$62,000	7.22
Median	46,637	49,000	5.06
Low	35,882	39,000	8.68
Copilot			
High	$35,960	$39,000	8.45
Median	32,868	33,600	2.22
Low	28,325	30,000	5.91
Maintenance Chief			
High	$62,154	$60,300	(2.98)
Median	41,313	43,000	4.08
Low	35,903	39,000	8.62
Mechanic			
High	$35,803	$37,362	4.35
Median	28,500	30,000	5.26
Low	24,138	22,540	(6.62)

Lockheed JetStar

	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Chief Pilot			
High	$71,223	$76,000	6.70
Median	57,153	60,000	4.98
Low	48,257	51,800	7.34
Captain			
High	$61,997	$62,000	0.15
Median	45,731	46,750	2.22
Low	40,815	44,000	7.80
Copilot			
High	$35,853	$39,000	8.77
Median	30,440	32,900	8.08
Low	29,450	31,000	5.26
Maintenance Chief			
High	$61,697	$62,700	1.62
Median	41,289	45,000	8.98
Low	37,508	36,500	(2.68)
Mechanic			
High	$35,988	$36,500	1.42
Median	28,450	31,250	9.84
Low	22,171	22,600	1.93

Dassault Falcon 50

	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Chief Pilot			
High	$71,862	$76,222	6.06
Median	62,437	68,500	9.71
Low	48,276	52,500	8.74
Captain			
High	$57,825	$59,200	2.37
Median	46,637	50,000	7.21
Low	35,882	37,275	3.88
Copilot			
High	$35,960	$39,000	8.45
Median	32,868	33,680	2.47
Low	28,325	26,000	(8.20)
Maintenance Chief			
High	$62,154	$65,200	4.90
Median	41,313	43,000	4.08
Low	35,903	35,080	(2.29)
Mechanic			
High	$35,803	$36,100	0.82
Median	28,500	30,000	5.26
Low	24,138	21,800	(9.68)

Rockwell Sabreliner

	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Chief Pilot			
High	$77,883	$79,900	2.58
Median	64,972	66,850	2.89
Low	59,087	63,400	7.29
Captain			
High	$58,409	$60,000	2.72
Median	44,628	46,400	3.97
Low	34,559	37,840	9.49
Copilot			
High	$39,581	$41,000	3.58
Median	36,286	38,900	7.20
Low	25,122	26,000	3.49
Maintenance Chief			
High	$47,299	$48,000	1.48
Median	42,347	44,200	4.37
Low	38,376	40,100	4.49
Mechanic			
High	$42,842	$40,000	(6.63)
Median	31,242	32,000	2.42
Low	18,187	19,000	4.47

Dassault Falcon 20/200

	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Chief Pilot			
High	$70,126	$75,000	6.95
Median	57,516	62,000	7.79
Low	52,568	55,000	4.62
Captain			
High	$61,501	$63,250	2.84
Median	47,320	49,120	3.80
Low	38,243	40,000	4.59
Copilot			
High	$46,411	$46,800	0.83
Median	33,421	34,920	4.48
Low	28,359	30,000	5.78
Maintenance Chief			
High	$49,970	$51,000	2.06
Median	40,037	40,127	0.22
Low	34,763	35,600	2.40
Mechanic			
High	$44,368	$45,600	2.77
Median	35,076	35,000	(0.21)
Low	21,207	22,700	7.04

BAe HS 125

	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Chief Pilot			
High	$77,647	$71,000	(8.56)
Median	58,677	63,000	7.36
Low	34,207	37,000	8.16
Captain			
High	$51,955	$56,000	7.78
Median	44,915	48,000	6.86
Low	30,417	33,000	8.49
Copilot			
High	$38,931	$40,300	3.51
Median	29,133	31,800	9.15
Low	20,613	22,000	6.72
Maintenance Chief			
High	$49,437	$52,000	5.18
Median	40,204	40,250	0.11
Low	31,359	33,000	5.23
Mechanic			
High	$36,424	$36,100	(0.88)
Median	27,432	29,000	5.71
Low	18,959	19,500	2.85

Cessna Citation III

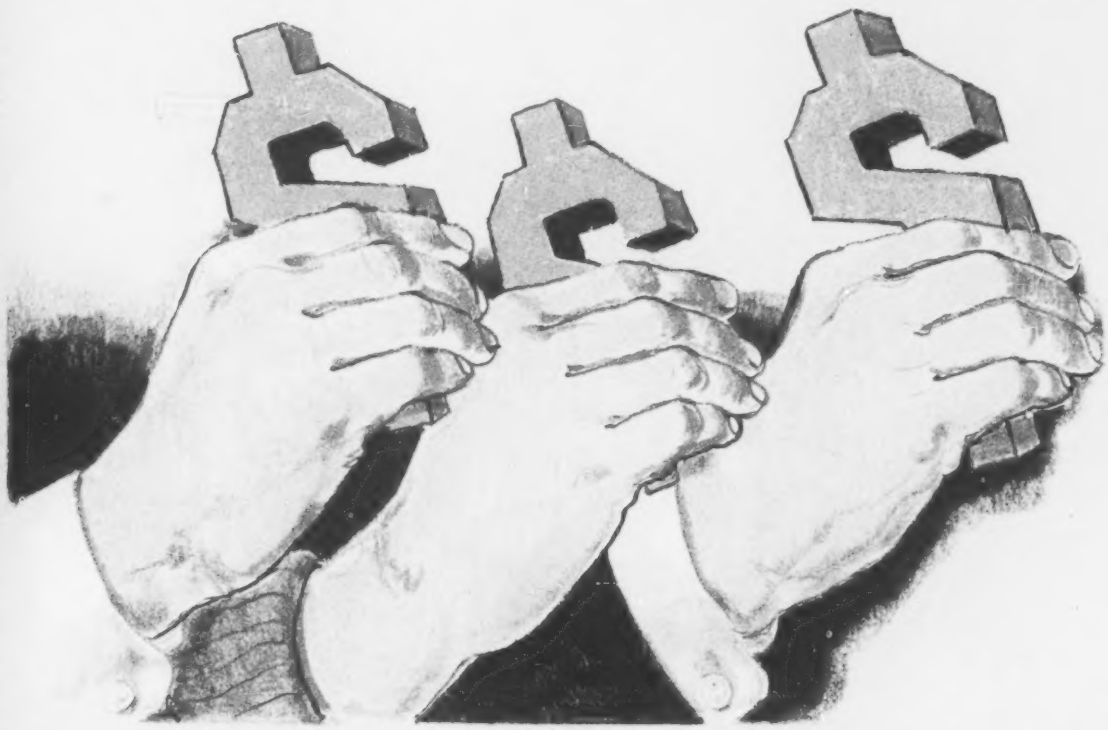
	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Chief Pilot			
High	$58,258	$60,000	2.99
Median	53,961	55,100	2.11
Low	42,498	45,000	5.88
Captain			
High	$51,014	$51,600	1.14
Median	43,842	48,000	9.48
Low	40,174	37,000	(7.91)
Copilot			
High	$36,778	$40,000	8.76
Median	35,637	36,000	1.01
Low	30,560	33,000	7.98
Maintenance Chief			
High	$45,394	$49,000	7.94
Median	36,932	39,000	5.59
Low	31,692	34,000	7.28
Mechanic			
High	$33,052	$36,000	8.91
Median	27,157	31,500	15.99
Low	21,011	22,700	8.04

Gates Learjet 50 Series

	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Chief Pilot			
High	$56,107	$60,120	7.15
Median	52,174	54,860	5.14
Low	41,146	43,480	5.67
Captain			
High	$55,215	$56,800	2.87
Median	39,872	41,100	3.07
Low	29,303	31,000	5.79
Copilot			
High	$44,473	$43,100	(3.08)
Median	33,735	34,800	3.15
Low	23,251	25,000	7.52
Maintenance Chief			
High	$44,473	$40,240	(9.51)
Median	31,089	33,400	7.43
Low	27,248	29,600	8.63
Mechanic			
High	$36,158	$38,400	6.20
Median	25,270	27,000	6.84
Low	24,244	25,400	4.76

Aircraft Utilization

Aircraft Type	Average Load Factor (1985)	Average Load Factor (1986)	Average Stage Length (1985)	Average Stage Length (1986)	Hours Flown Per Year (1985)	Hours Flown Per Year (1986)
Gulfstream G-II/III	6.33	4.50	1,118	1,014	650	437
Challenger 600/601	3.50	3.50	580	500	450	555
JetStar	3.25	2.60	450	490	375	328
Falcon 50	3.00	4.20	1,000	650	385	620
Sabreliner	3.06	3.00	578	475	424	375
HS 125	3.19	3.27	550	644	529	556
Falcon 20/200	3.75	4.80	607	472	550	497
Learjet 50 Series	3.00	3.10	500	500	300	375
Citation III	NA	3.00	NA	482	NA	450
Westwind 1/2	4.25	4.00	426	416	388	350
Learjet 20 Series	3.34	2.90	430	390	465	410
Falcon 10/100	3.63	3.20	550	500	473	480
Citation I/II	2.73	2.50	366	375	573	500
Heavy Turboprops (all)	8.33	5.40	335	350	291	325
King Air 200/300	3.35	3.50	219	310	414	450
King Air 90/100	3.50	3.10	310	270	548	600
Cheyennes (all)	3.00	3.00	138	225	400	390
Turbine Helicopters	3.57	3.10	43	64	443	429
Piston Twins	1.96	1.50	139	150	297	250



IAI Westwind 1/2

	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Chief Pilot			
High	$55,062	$60,000	8.96
Median	47,151	48,900	3.70
Low	33,617	36,000	7.08
Captain			
High	$46,025	$47,940	4.16
Median	38,839	39,000	0.41
Low	32,806	34,200	4.24
Copilot			
High	$35,700	$36,850	3.22
Median	29,694	30,000	1.03
Low	28,077	28,000	(0.27)
Maintenance Chief			
High	$44,715	$47,800	6.89
Median	34,783	35,900	3.21
Low	25,846	25,900	0.20
Mechanic			
High	$31,503	$32,400	2.84
Median	26,446	28,880	9.20
Low	21,947	22,560	2.79

Dassault Falcon 10/100

	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Chief Pilot			
High	$68,393	$69,450	1.54
Median	52,077	54,900	5.42
Low	49,768	52,600	5.69
Captain			
High	$49,718	$53,300	7.20
Median	40,996	42,750	4.27
Low	34,653	36,870	6.39
Copilot			
High	$43,140	$45,010	4.33
Median	33,324	33,950	1.87
Low	28,449	29,800	4.74
Maintenance Chief			
High	$43,371	$44,000	1.45
Median	33,717	34,900	3.50
Low	32,469	33,740	3.91
Mechanic			
High	$40,288	$40,000	(0.71)
Median	32,748	33,000	0.76
Low	27,880	28,950	3.83

Gates Learjet 20 Series

	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Chief Pilot			
High	$51,745	$54,900	6.00
Median	39,787	41,800	5.00
Low	36,279	38,000	4.70
Captain			
High	$47,236	$48,950	3.60
Median	30,232	31,800	5.10
Low	26,143	28,000	7.10
Copilot			
High	$48,152	$45,000	(6.50)
Median	29,074	30,000	3.18
Low	26,211	27,500	4.91
Maintenance Chief			
High	$38,143	$40,000	4.86
Median	28,528	29,000	1.65
Low	27,978	28,000	0.07
Mechanic			
High	$36,922	$37,840	2.48
Median	25,200	26,900	6.74
Low	21,816	22,850	4.73

Cessna Citation I/II

	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Chief Pilot			
High	$52,380	$57,000	8.82
Median	41,256	44,000	6.65
Low	37,105	38,000	2.41
Captain			
High	$45,104	$48,325	7.14
Median	36,786	38,000	3.30
Low	29,068	31,000	6.64
Copilot			
High	$34,032	$29,000	(14.78)
Median	29,590	25,000	(15.51)
Low	22,241	23,000	3.41
Maintenance Chief			
High	$37,101	$39,000	5.11
Median	33,543	35,000	4.34
Low	22,162	24,000	8.44
Mechanic			
High	$29,491	$30,000	1.72
Median	27,374	29,000	5.93
Low	21,174	22,000	3.90

Heavy Turboprop

	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Chief Pilot			
High	$57,732	$60,100	4.10
Median	51,414	53,840	4.71
Low	46,175	47,900	3.73
Captain			
High	$50,318	$51,800	2.94
Median	39,920	41,500	3.95
Low	28,702	30,000	4.52
Copilot			
High	$34,654	$36,400	5.03
Median	33,362	34,890	4.58
Low	26,880	28,000	4.16
Mechanic			
High	$34,688	$36,000	3.78
Median	28,000	30,000	7.14
Low	23,075	24,980	8.25

Beech King Air 200/300

	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Chief Pilot			
High	$54,356	$58,360	7.36
Median	48,132	45,000	(6.50)
Low	33,274	35,000	5.18
Captain			
High	$43,149	$46,200	7.07
Median	35,654	38,000	6.57
Low	29,970	32,000	6.77
Copilot			
High	$34,881	$36,500	4.64
Median	27,575	29,000	5.16
Low	25,209	25,000	(0.80)
Mechanic			
High	$38,738	$40,117	3.55
Median	25,740	28,000	8.78
Low	23,058	22,880	(0.77)

Beech King Air 90/100

	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Chief Pilot			
High	$50,033	$52,000	3.93
Median	43,166	44,860	3.92
Low	36,754	38,000	3.39
Captain			
High	$35,768	$38,000	6.24
Median	33,019	35,100	6.30
Low	28,618	29,725	3.86
Copilot			
High	$31,497	$33,000	4.77
Median	25,527	27,200	6.55
Low	23,043	24,800	7.62

Mitsubishi MU-2

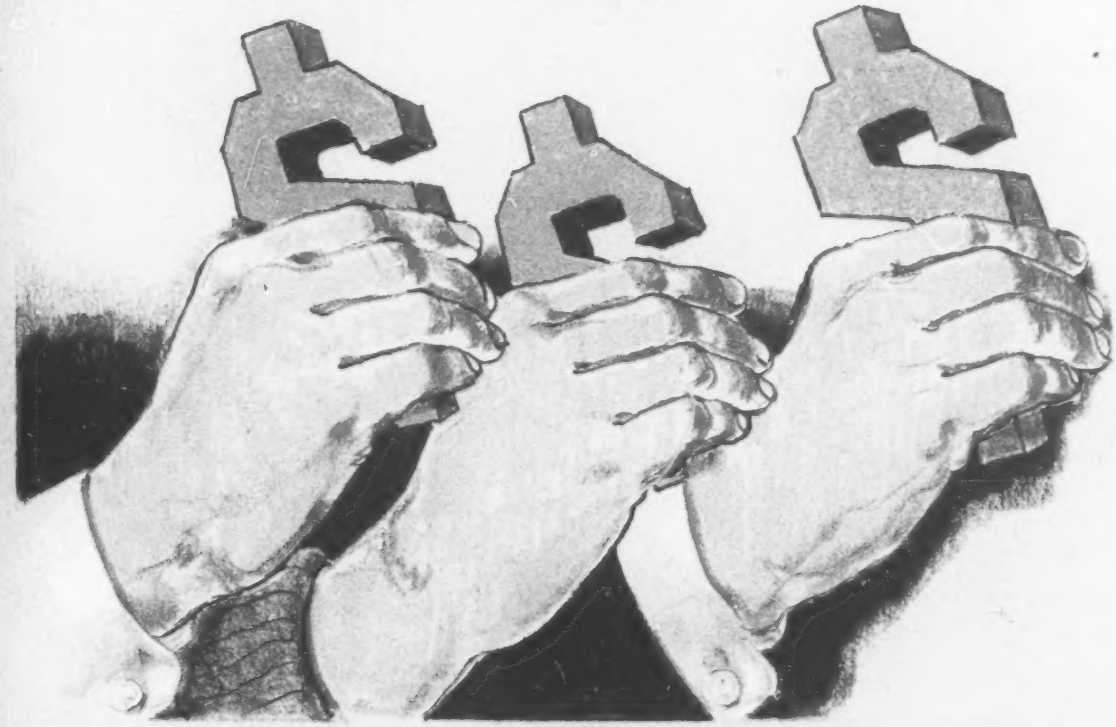
	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Captain			
High	$38,033	$39,900	4.90
Median	31,622	32,400	2.46
Low	23,116	25,000	8.15
Copilot			
High	$35,568	$37,840	6.38
Median	25,388	26,500	4.38
Low	20,123	21,000	4.35

Piper Cheyenne II/III/IV

	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Captain			
High	$38,877	$42,400	9.06
Median	33,650	34,900	3.71
Low	30,843	31,950	3.58
Copilot			
High	$35,783	$36,400	1.72
Median	25,122	26,000	3.49
Low	22,773	24,000	5.38

Cabin Class Fiston Twins

	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Captain			
High	$36,973	$37,030	0.15
Median	28,415	30,100	5.92
Low	20,381	22,000	7.94



Aerospatiale AStar

	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Captain			
High	$43,294	$46,500	7.40
Median	33,707	33,000	(2.09)
Low	29,309	31,700	8.15

Agusta 109A

	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Captain			
High	$40,105	$42,000	4.72
Median	35,530	37,200	4.70
Low	32,839	34,880	6.21

Bell 206

	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Captain			
High	$66,886	$49,500	(25.90)
Median	39,952	42,800	7.12
Low	31,646	33,750	6.64

Bell 222

	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Captain			
High	$44,437	$46,080	3.69
Median	41,621	43,000	3.31
Low	36,615	38,000	3.78

McDonnell Douglas 500

	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Captain			
High	$39,011	$41,000	5.09
Median	35,714	37,800	5.84
Low	30,898	32,400	4.86

MBB BO-105

	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Captain			
High	$52,767	$50,100	(5.05)
Median	41,134	42,870	4.22
Low	31,443	33,660	7.05

Sikorsky S-76

	1985 Reported Salary	1986 Reported Salary	% Increase (Decrease)
Captain			
High	$50,798	$53,000	4.33
Median	42,497	45,800	7.77
Low	27,478	28,000	5.53

Flight Department Managers

(Manages more than five aircraft; fleet mix of heavy jets, medium jets and helicopters; more than 10 pilots.)

1986 Reported Salary	
High	$112,400
Median	93,000
Low	82,000

(Manages more than four aircraft; fleet mix of heavy jets and medium jets; more than 10 pilots.)

1986 Reported Salary	
High	$90,000
Median	74,000
Low	49,000

(Manages more than three aircraft; fleet mix of heavy jets and turboprops; more than 10 pilots.)

1986 Reported Salary	
High	$88,000
Median	72,400
Low	50,000

As in past years, this survey was conducted by telephone. B/CA has a working base of over 100 control flight departments that we try to contact each year. We have made no effort to qualify any of those flight departments contacted as being representative of industry pay scales or fringe benefits. Originally these flight departments were selected randomly by geographical area and type of equipment operated. To insure confidentiality the names of responding companies are separated from the response itself. We believe that a telephone survey affords greater accuracy and eliminates any ambiguities.